

*In the Matter Of:*

In Re: Application of Liberty Moves Charleston, LLC for a Class

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Anna Wren Allen

May 08, 2018

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## PUBLIC SERVICE COMMISSION OF SOUTH CAROLINA

DOCKET NO. 2018-97-T

ORDER NO. 2018-5411

APPLICATION OF LIBERTY MOVES  
 CHARLESTON, LLC FOR A CLASS E  
 (HOUSEHOLD GOODS) CERTIFICATE OF  
 PUBLIC CONVENIENCE AND NECESSITY  
 FOR OPERATION OF MOTOR VEHICLE CARRIER.

DEPONENT: ANNA ALLEN

DATE: May 8, 2018

TIME: 10:00 a.m.

LOCATION: Adams & Reese  
 1501 Main Street  
 Columbia, SC

TAKEN BY: Counsel for Applicant

REPORTED BY: KIMBERLY T. POWER, CR

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1 APPEARANCES OF COUNSEL:

2 ATTORNEYS FOR THE APPLICANT

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9 ATTORNEYS FOR OFFICE OF REGULATORY STAFF

10 OFFICE OF REGULATORY STAFF  
11 BY: LESSIE HAMMONDS, ESQUIRE  
12 1401 Main Street, Suite 900  
13 Columbia, SC 29201  
14 (803) 737-0800

15  
16 (INDEX AT REAR OF TRANSCRIPT)  
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25

1 ANNA ALLEN,  
2 being first duly sworn, testified as follows:

3 EXAMINATION

4 BY MR. PRINGLE:

5 Q. Okay. And I'll just do some  
6 administrative matters to get us started, some  
7 housekeeping. This is a shipper witness deposition  
8 in Docket No. 2018-97-T. The authority to conduct  
9 this deposition was granted by Commission Order  
10 No. 2018-54H. This is in the application of Liberty  
11 Moves Charleston, LLC for a Class E (household goods)  
12 certificate of public convenience and necessity for  
13 operation of motor vehicle carrier.

14 So with that, my name is Jack Pringle.  
15 I'm the attorney for the applicant, Liberty Moves.  
16 Lessie, do you want to introduce yourself?

17 MS. HAMMONDS: Yes. This is Lessie  
18 Hammonds. That's L-E-S-S-I-E, Hammonds,  
19 H-A-M-M-O-N-D-S. I am with the Office of Regulatory  
20 Staff.

21 BY MR. PRINGLE:

22 Q. Okay. Well, why don't we go ahead and  
23 jump right in. Ms. Allen, could you give your full  
24 name and business address for the record?

25 A. Anna, A-N-N-A. Wren, W-R-E-N. Allen,

4  
1 A-L-L-E-N. 3607 Colonel, C-O-L-O-N-E-L, Vanderhorst,  
2 V-A-N-D-E-R-H-O-R-S-T, Circle, Mount Pleasant, South  
3 Carolina, 29466.

4 Q. Okay. Tell me by whom you are employed  
5 and in what capacity. Essentially, what do you do  
6 for a living?

7 A. I am self-employed. I am an independent  
8 contractor. I'm a licensed real estate agent and  
9 realtor and licensed by the state of South Carolina.  
10 I have my license with The Boulevard Company who  
11 is -- who functions as my broker. I assist my  
12 clients when they are purchasing and selling property  
13 here in the Charleston area.

14 Q. Okay. How long have you been doing that?

15 A. I have been selling real estate  
16 approximately five years. Prior to that, I had  
17 approximately three years in the finance industry  
18 where I assisted my clients with obtaining home loans  
19 for purchasing and refinancing property here in the  
20 Charleston area. I was a mortgage loan officer.

21 Q. Okay. Does that sort of describe your  
22 professional history and experience?

23 A. Yes.

24 Q. Okay. And you mentioned that the three  
25 years you spent in the mortgage lending was in the

1 Charleston area? Has the --

2 A. Yes. It was in the -- it's in the same  
3 market that I currently sell real estate now.

4 Q. Okay. You've been selling market in the  
5 Charleston area for the five years that you've been  
6 selling real estate?

7 A. Well, that was before I sold real estate.  
8 So I did not do it at the same time, but altogether I  
9 have essentially eight years in the real estate  
10 industry here in Charleston.

11 Q. Okay. And during those five years, have  
12 you -- the five years that you've been specifically  
13 in real estate, has that been in your own firm under  
14 The Boulevard Company?

15 A. Yes. I work for -- my license is with The  
16 Boulevard Company. The Boulevard Company is who I  
17 have my license with and John Liberatos is my broker.

18 Q. Okay. Describe that relationship, just  
19 briefly, between what the broker does and what you do  
20 on a daily basis.

21 A. Well, essentially a broker holds my  
22 license so that I can sell real estate. I work  
23 essentially independent. I do not work with a team.  
24 I'm not really associated with any other real estate  
25 agents on a daily basis. I obtain my own clients and

1 I list properties and sell properties.

2 Q. Okay. And I think you've said this, that  
3 it's just you individually. Do you have any other  
4 people who work in your particular business  
5 organization, not the broker, but your LLC or your  
6 corporation that does this?

7 A. No. And just to be clear, it's not my  
8 corporation. I have my license with The Boulevard  
9 Company. So -- but, yes, they have many different  
10 agents that work for them. But I do not really --  
11 I'm an independent contractor. I'm a real estate  
12 agent.

13 Q. Do they provide -- in addition to holding  
14 your licenses, do they provide any support services  
15 to you?

16 A. I mean, yes. I guess, technically, yes,  
17 they do.

18 Q. Okay. We don't need to necessarily go  
19 into that. Tell me a little bit about -- you  
20 mentioned already that you work with purchasers and  
21 sellers in connection with real estate. Is this  
22 primarily residential real estate?

23 A. Yes.

24 Q. So individuals and families moving in and  
25 around Charleston?

1 A. Yes.

2 Q. Do people -- do you also represent and  
3 work with people who are moving from other places in  
4 South Carolina to the Charleston area?

5 A. Yes.

6 Q. Okay. Can you -- can you bring to mind,  
7 and, again, without being too specific about it, some  
8 of the places in South Carolina that your clients  
9 have moved from in order to get to Charleston?

10 A. Boston, New Jersey, New York, Greenville,  
11 South Carolina, New Jersey, Maryland, Summerville.  
12 Do you want me to continue?

13 Q. Well, how about do you ever encounter  
14 people moving from Columbia to Charleston?

15 A. Personally I have not, but I certainly  
16 know that they do. Right now I'm working with people  
17 moving from Charlotte and -- but Columbia, I  
18 cannot -- I cannot -- of course, I cannot remember  
19 all my clients right now. I mean, I know that that  
20 does occur. I cannot think of someone specifically  
21 right now.

22 Q. Sure. Any other places in South  
23 Carolina -- and I'm primarily going to -- most of the  
24 questions I ask you about moves will be from one  
25 place in South Carolina to another place since this



8  
1 application is specifically for authority to do moves  
2 exclusively within South Carolina.

3 A. Well, I do -- I do have some information  
4 that I obtained by the recent U.S. Census Bureau.  
5 For the purposes of my job, I do like to keep tabs on  
6 who is -- who is moving here. The most recent  
7 numbers that we had, we had about 2,300 people a year  
8 moving to the Charleston area from Columbia.

9 Q. Wow. Okay. That's excellent. Did that  
10 have any more information about other movements --

11 A. Greenville --

12 Q. Go ahead.

13 A. Greenville is essentially the same number,  
14 2,300. And these -- and these are based on tax  
15 returns. So it is hard to gauge where people are  
16 moving from when they move to Charleston because our  
17 my MLS, while we do record certain data, we do not  
18 record that data. So these numbers are hard to  
19 really get a hold of. Other moving companies are a  
20 good source. And then the census bureau, they get  
21 their information from tax returns looking at  
22 previous addresses.

23 So according to that, essentially Columbia  
24 and Greenville, they both have at least, if not more,  
25 2,300 people moving to the Charleston area annually

1 from each of those places.

2 Q. Okay. Does that have information on  
3 places like Greenville and Rock Hill or others?

4 A. Well, Greenville had the same number.  
5 Florence -- I don't see -- I don't see Rock Hill on  
6 here, although I see Florence is number six on the  
7 list from -- Columbia was number one, Greenville is  
8 number two, New York/New Jersey was number there, and  
9 then Charlotte was number four, Atlanta was five.  
10 Florence is number six, and they had about 850 people  
11 moving here annually. And then internationally, like  
12 Europe, would be seven. Number eight is Hilton Head.

13 Q. Okay. So people --

14 A. There's nearly 800 a year from Hilton  
15 Head.

16 Q. That's interesting. So people are moving  
17 from Hilton Head to Charleston?

18 A. Yes.

19 Q. Okay. Do you have any idea why that would  
20 be?

21 A. Well, yes. I actually know some ladies  
22 that -- two ladies on my street moved here from  
23 Hilton Head. They play tennis and they like that  
24 Hilton Head and, you know, Mount Pleasant are very  
25 similar in the tennis environment, but there's more

10  
1 places to go have lunch and there's more shopping. I  
2 do feel like people get exacerbated with the growth  
3 on Hilton Head because it has exploded. So if you're  
4 going to live in a big city, you might as well move  
5 to a big city.

6 Q. Right, right. I got you. Okay. And what  
7 year census is that that you're looking at?

8 A. So this is the most recent data that we  
9 have. But, you know, to get this data, there's a big  
10 lag time. So this is where most people from the  
11 Charleston area moved from and it goes back to 2014.

12 Q. Okay. All right.

13 A. But this article was published this year.

14 Q. Okay. And where was the article  
15 published, if you know?

16 A. I had it pulled up on my tab and I closed  
17 it out for a reason I don't know why I did that. I  
18 want to say probably the Chamber of Commerce. I was  
19 looking at some information from them. I think it  
20 was the Charleston Area Chamber of Commerce where I  
21 found this article.

22 Q. Okay. All right. Anything else in that  
23 article that caught your eye in terms of either  
24 people moving to the Charleston area or growth in the  
25 Charleston area?

11  
1 A. Well, it is interesting that Ohio isn't on  
2 the list because I feel like most people would say  
3 that half the people moving here are from Ohio, but  
4 they're not on the list. So I think the list was  
5 interesting because there were so many people moving  
6 from other places in South Carolina, which is not  
7 what you would have had -- it's not what you would  
8 have expected.

9 We certainly wouldn't have expected to see  
10 that Columbia was number one and New York was number  
11 three. You would have thought that would have been  
12 reserved. And not only is New York number three,  
13 it's almost half the number of people that move from  
14 Columbia.

15 So when you look at the actual statistics,  
16 Columbia and Greenville being one and two, they by  
17 far exceed the markets from any other people  
18 relocating here.

19 Q. So maybe it's people from Charleston and  
20 Greenville who are the real carpet baggers that y'all  
21 keep complaining about in Charleston and not Ohio  
22 and --

23 A. Well, they assimilate very well and we  
24 don't complain.

25 Q. They don't talk quite as differently,

perhaps, as folks from other places.

A. And they go for the right football team. We'll say that. Okay. And so I got this from CRDA.org. That's Charleston Regional Development Alliance. CRDA.org.

Q. Excellent. Okay. You mentioned you've been in the real estate business for about five years. Describe a little bit about how your business is and, if this is the case, how busy you are now relative to five years ago.

A. Well, it's just, you know, really exploded. Five years ago when I would look at properties and interact with other agents, I knew their names. It was kind of, more or less, the same people that were actually getting business and we kind of -- you relatively know the agents' names. Now you don't know any agents' names. There are so many agents. So many people. I mean, there's like 9,000 people that have their real estate license here in the Charleston area. That has really, really exploded.

And then just some anecdotal of it, my husband's family is from Spartanburg and we travel up and down 26 for Mother's Day, Easter, every holiday. And just in the past five years, the congestion on 26

13

1 just going from here to Spartanburg and Greenville  
2 just has also exploded. So it's not just Charleston.  
3 There are -- while there are 28 people a day moving  
4 to the Charleston area, and that's based on 2017  
5 numbers --

6 Q. Wow.

7 A. -- they are also moving to other parts of  
8 South Carolina. The labor force here in South  
9 Carolina has grown four times the U.S. average.  
10 People are not only relocating to South Carolina  
11 because of the weather and just to retire, but also  
12 the jobs are coming. So thank you, Nicki Haley. Be  
13 sure to vote for Catherine Templeton for governor  
14 because she will just do the same thing. We are  
15 just -- we have the jobs. The jobs are moving. We  
16 have the space. We have the land.

17 Q. So tell me in that -- how did the number  
18 of -- and you mentioned that it's busier based upon  
19 the number of real estate licenses and -- does that  
20 show up in the number of listings that you have or  
21 the number of listings that you know are out there in  
22 the Charleston market?

23 A. Yes. I mean, when I started, the new  
24 construction was kind of limited to your friend down  
25 the road that had -- was able to get a home equity

1 line or borrow some money and he was building a  
2 couple of spec houses. Now five years later, no,  
3 it's the big, huge national builders that are  
4 building, you know, huge -- you know, miles of  
5 neighborhoods and they are owned by stockholders.  
6 The big national companies are here building. So,  
7 yes, what we have in terms of what we're selling is  
8 new construction and you see it everywhere. Their --  
9 their presence is hard to miss.

10 Q. Sure. Now, with some of those national  
11 builders, is that like D.L. Horton and --

12 A. Yes.

13 Q. -- and others?

14 A. Yes.

15 Q. And then is that -- is a lot of those  
16 developments taking place in Charleston County proper  
17 or is it -- I presume it's also in Dorchester and  
18 others?

19 A. Yes, Dorchester and Berkeley. Summerville  
20 is exploding. In fact, the last few homes I have  
21 sold have been in Summerville. They just got a new  
22 exit off of Interstate 26 that opened last week.  
23 They're experiencing every bit of the growth that we  
24 have experienced.

25 Q. Do you get a sense that -- and, I mean, I

1 know that this is hard to say, but is there some  
2 point in the future that Charleston County itself  
3 will be built out?

4 A. Well, okay, so I specialize in  
5 Mount Pleasant and Mount Pleasant can only be built  
6 up so much because we have the Francis Marion Forest  
7 and then the ocean on the other side. So in terms of  
8 just sheer land, Mount Pleasant will run out of land  
9 and that is why our property values continue to  
10 escalate because we are very clearly the most  
11 desirable place to live.

12 So with that being said, anywhere on the  
13 coast is going to expand as much as the actual  
14 landscape will allow. Being surrounded by water on  
15 so many sides does limit that. So it pushes a lot of  
16 the growth up to Summerville through North  
17 Charleston. That whole -- you know, where there is  
18 unlimited -- unlimited and unmitigated growth that  
19 they are experiencing. That corridor -- that  
20 corridor from Summerville to Greenville, you know,  
21 you just -- if you travel it, you will see. I mean,  
22 it's just -- it's exploding.

23 Q. Well, just anecdotally, I keep -- I  
24 somehow believe that it's still 1996 whenever I go to  
25 Charleston and think that it takes 90 minutes to get



16

1 there and then I'm, you know, woefully disappointed  
2 and late for court or late for a meeting or late for  
3 something.

4 A. Welcome to my life. That's how I feel.  
5 I'm like I just can't get it through my head it's not  
6 15 years ago.

7 Q. Right, right. Well, that happens in a lot  
8 of context for me to. It's not just traffic. And  
9 just to -- so what's happening on -- is there still  
10 some development happening on James Island and Johns  
11 Island, too, and West Ashley or what's happening in  
12 those places? I mean, just anecdotally, if you know?

13 A. Yes. Absolutely. I've sold houses in  
14 Johns Island which, you know, that used to be the  
15 sticks. No one would ever even go out there. I  
16 would show property and they would say, "Where do you  
17 even go out to eat here?" But, yes, it's exploded.  
18 They have the land there and new construction. It's  
19 off the chart over there. I mean, absolutely that  
20 is -- we're all experiencing growth, everything along  
21 the coast here. 2006 was a peak and we're getting  
22 back up there again in terms of demand for property.

23 Q. Okay. So you are back to where things  
24 were before the unpleasantness that happened toward  
25 the end of the 2000s?

1           A.       But there's more inventory because the  
2       national builders are here and there are new homes  
3       that people can buy and lots of sprawl.

4           Q.       So in what you do day-to-day, do you ever  
5       have occasion to recommend moving companies to your  
6       clients?

7           A.       Typically, you know, I do get asked  
8       everything and, you know, a moving company would be  
9       certainly something that someone would potentially  
10      ask me for my recommendation on.

11          Q.       Have you ever experienced instances where  
12      your clients had any difficulties getting a mover on  
13      a short notice or on the weekend or anything like  
14      that?

15          A.       Well, the movers do tend to stay booked up  
16      and people have to book them far in advance. Yeah.

17          Q.       Based upon everything that you have told  
18      me and your experience and the knowledge and the --  
19      what you have passed along to me, do you think that  
20      the market could support another mover with statewide  
21      authority, meaning another mover who could move  
22      people from anywhere in South Carolina to anywhere  
23      else in South Carolina?

24          A.       I would think that because when people  
25      move not only to Charleston, but when they move away

18  
1 from Charleston when they get tired of the traffic or  
2 they want a lower payment, they tend to not go very  
3 far. Those people tend to move to Greenville. And I  
4 personally think that, you know, Pawley's Island is  
5 going to be next. Myrtle Beach has actually  
6 surpassed us in growth, believe it or not. People  
7 don't want to talk about that, but they're growing  
8 faster than we are when you look at last year alone.

9 So people moving from here, yes, but then  
10 also away from here when they want to stay in the  
11 area. The population of South Carolina is -- well,  
12 the Charleston area population is growing three times  
13 the U.S. population average. So just based on that,  
14 I would think that there's really opportunity for  
15 virtually any industry when you look at that.

16 Q. All right. And do you -- you know one of  
17 the owners of Liberty Moves?

18 A. Yes. They are not my clients, but they  
19 live in my neighborhood and I've just kind of known  
20 them from the neighborhood for a few years now, about  
21 three years. The family.

22 Q. Would you consider possibly referring  
23 moves to Liberty Moves if the opportunity arose?

24 A. Sure.

25 Q. That's all the questions I have. Is there

1 anything else you want to add?

2 A. No. If there's anything more specific  
3 that you think I should find for you, I'm happy to do  
4 that.

5 MR. PRINGLE: I think we're good. I  
6 would turn it now to Lessie -- excuse me, to  
7 Ms. Hammonds and see if she has any questions for  
8 you.

9 MS. HAMMONDS: Thank you.

10 EXAMINATION

11 BY MS. HAMMONDS:

12 Q. Anna, thank you for your testimony. These  
13 numbers are very helpful and very interesting. I'm  
14 going to follow up with a couple of them just  
15 basically out of my own sheer curiosity. When you  
16 were talking about the numbers moving from different  
17 areas in South Carolina to Charleston, were you --  
18 now is that like to Charleston proper, is that  
19 including surrounding areas like Kiawah Island?

20 A. It said Charleston region. This is from  
21 the Charleston Regional Development Alliance, and  
22 that is made of Berkeley, Charleston, and Dorchester  
23 Counties.

24 Q. Okay. And the other was -- I just didn't  
25 get it written down fast enough. You had given -- I

20

1 think you had given a number -- a certain amount of  
2 people moving to Charleston per day according to --

3 A. Uh-huh.

4 Q. What was that number and source you had on  
5 that?

6 A. Okay. So it's 28 people a day moving to  
7 the Charleston area. Now, you will see higher  
8 numbers, but they are factoring in births.

9 Q. Factoring in what?

10 A. Births. People being born. But if you  
11 actually look at just the people who are actually  
12 moving.

13 Q. Okay. And where did you get that number?  
14 What source was that from, the 28 per day, do you  
15 remember?

16 A. Let me find that for you. It's from the  
17 same website. So that's CRDA.org.

18 Q. Great. Okay.

19 A. So that's -- and it does go -- this is  
20 based on the 2017 year of the census bureau stats.  
21 The Charleston area population is growing three times  
22 the U.S. population average.

23 MS. HAMMONDS: Okay. Great. That's  
24 all I have. Thank you.

25 MR. PRINGLE: And I just want to add

21

1 on that stat about -- that had birthing and moving.

2 My client does not plan to provide birthing services  
3 while people are moving. I don't think that that's a  
4 particularly good idea.

5 MS. HAMMONDS: I'm really glad you  
6 clarified that.

7 MR. PRINGLE: I think it's important.  
8 I know it's a mobile society.

9 THE WITNESS: But are you -- are you  
10 available to provide real estate closings for people  
11 are giving birth? Because I've been in that  
12 situation before.

13 MR. PRINGLE: Good heavens.

14 THE WITNESS: Closing at the  
15 hospital.

16 MR. PRINGLE: Wow. That's --  
17 that's -- that's pretty impressive. I'm not quite  
18 sure I understand the exigency, but more power to you  
19 if you can get it done that way. You might have some  
20 capacity issues with --

21 THE WITNESS: Yeah, well.

22 MR. PRINGLE: Or at least afterward.  
23 I seem to remember the way people feel afterwards  
24 might not put them in the best frame of mind,  
25 although they would probably be willing to borrow a

1 little bit more in that state.

2 The only other question that I have  
3 for you is, I think I may have mentioned this to you,  
4 you have the opportunity, if you wanted to, to look  
5 at a draft transcript of your deposition and correct  
6 things. It's your choice on that. Generally  
7 speaking, I don't recommend that you would need to go  
8 make sure that certain words are spelled right. And  
9 what that would mean is that you would be waiving  
10 reading and signing.

11 THE WITNESS: Okay. If it is your  
12 recommendation that I waive it, I will waive it.

13 MR. PRINGLE: Okay. I think that  
14 will be fine and I appreciate that. I really  
15 appreciate your time in doing this, and we'll move  
16 forward with this proceeding and you get back to  
17 buying and selling and watching those 28 people hit  
18 the city limits and helping them get what they need.

19 THE WITNESS: All 9,000 of us  
20 realtors are fighting for them every day.

21 MR. PRINGLE: I guess that would be  
22 kind of, you know -- you've got to distinguish  
23 yourselves out there wherever the beginning of the  
24 Charleston region is. It sounds like there's a lot  
25 of opportunity.

1 THE WITNESS: Well, thank you so  
2 much. I appreciate it. And if you need anything  
3 else, please don't hesitate to call.

4 MR. PRINGLE: Okay. Thank you.

5 (The witness, after having been  
6 advised of her right to read and sign this  
7 transcript, waives that right.)

8 (The deposition was adjourned at 10:31 a.m.)  
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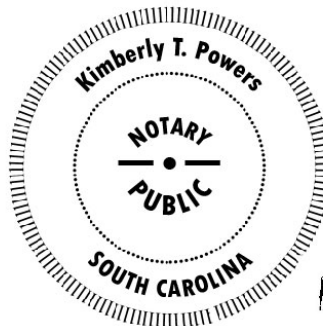


## CERTIFICATE OF REPORTER

I, Kimberly T. Power, Court Reporter  
and Notary Public for the State of South Carolina at  
Large, do hereby certify that the foregoing  
transcript is a true, accurate, and complete record.

I further certify that I am neither  
related to nor counsel for any party to the cause  
pending or interested in the events thereof.

Witness my hand, I have hereunto  
affixed by official seal this 9th day of May  
2018, at Lexington, Lexington County, South Carolina.

*Kimberly T. Power*

Kimberly T. Power, Court Reporter  
My Commission Expires: 4/24/2025

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(No information requested.)

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(No exhibits.)

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